



The Annual Wellness Visit Prevention Plus Program



Sometimes it **doesn't matter** how much money is on the table..



Doctors are **time poor** ...



Doctors can feel like their hands are tied and **change is difficult!**



Doctors face **shrinking reimbursements** and constantly changing health policy



Prevention Plus was incepted to help doctors **get back time** as well as **make money**



Prevention Plus takes the work out of
the AWW, makes delivery by a MA
simple and requires **NO start up**
costs



Help doctors take **advantage of**
ACA reforms and grow their practice.



The AWW has been slow to be adopted
due to **time and know how**
constraints



Some doctors think they are already
delivering the AWW ...



Many are **NOT compliant**





Most offices either do not give the patient a report OR give them one that is **not compliant**





Prevention Plus not only provides a **compliant report**, other preventive services are also provided.





The Health Risk Assessment is performed first.





Dependent on the **health risks identified**, further testing is performed.





Neurocognitive, Cancer and
Pharmacogenetic testing are all
offered in the program in **accordance**
with Medicare recommendations



Patients are scheduled at 75 minute intervals

IMS (IMS, Cardio)

Action View Setup Activities Billing Reports Utilities Windows Help

Schedule for Selected (0001 - NATIONAL HEART & CARDIOLOGY CENTER) on Oct 25, 13

Date: 10/25/13

October 2013

Day	S	M	T	W	T	F	S
			1	2	3	4	5
6	7	8	9	10	11	12	
13	14	15	16	17	18	19	
20	21	22	23	24	25	26	
27	28	29	30	31			

Office: 0001 - NATIONAL HEAR

Provider/Room:

- BOND, JAMES
- Coxson, Charles
- Fortner, Jay
- Grosse, Kris
- Harper, Marilynn
- Lenihan, Charles
- Mental Health, Jessy
- Rose, Ronald
- Shafer Mauritzsson, J.
- Treasure, Marilynn
- Ava - Lab
- Mental Health Office 1

18 appointments(s)

Time	BOND, JAMES	Harper, Marilynn	Rose, Ronald
8:00	Bundy, Al (13092) DOB: 08/21/54 Zip: 10004 - Carotid U/S	Eade, John (10731) DOB: 02/15/94 - Doppler	HAALAND, Mike (9233) DOB: 04/10/79 Zip: 65793 - Consult
8:15			
8:30			
8:45			
9:00	Fox, Megan (6768) DOB: 11/28/75 Zip: 10004 - B-12 INJECTION	GA, John (17575) DOB: 01/01/54 Zip: 85715 - Monitor 48 HR--2nd day	JACKSON, Jennet (14513) DOB: 07/25/67 Zip: 65704 - Doppler
9:15			
9:30			
9:45			
10:00	Rose, Jennet (16202) DOB: 09/12/94 Zip: 10004 - Echocardiogram	FAETH, Mike (6648) DOB: 08/16/39 - Monitor Holter/OFF	Uchtman, Betty (13339) DOB: 03/23/49 Zip: 65742 - Echocardiogram
10:15			
10:30			
10:45			
11:00	AARON, John (9851) DOB: 04/09/29 - Follow up Cardiology Visit	(B) Lunch By: system Date: 10/25/2013	Oaasic, Merry (17110) DOB: 05/21/95 Zip: 65775 - Carotid U/S
11:15		(B) Lunch By: system Date: 10/25/2013	
11:30		(B) Lunch By: system Date: 10/25/2013	
11:45		(B) Lunch By: system Date: 10/25/2013	
12:00	BAARE, John (14033) DOB: 03/23/73 Zip: 65704 - Stress Test	TABER, Jennet (12844) DOB: 08/25/59 Zip: 65756 - Nuclear Stress Test	
12:15			
12:30			
12:45			
1:00	CACACE, John (120) DOB: 12/09/51 Zip: 65807 - Doppler		
1:15			
1:30			
1:45			

Hide Patient Info

2 waiting for Appt. Option

system Ver. 14.0.0 Service Pack 1 Build: 091012 hpervylaptop - 0050335 10/25/2013 11:45 PM 10/25/2013





With a Medical Assistant **fully**
trained by the vendor





Where indicated, a neurocognitive test will be performed with the patient by the same MA





Pharmacogenetic testing as well as **Cancer testing** will be offered to qualifying patients.





The doctor can bill on **5 different codes** for this first visit yielding approximately \$350 in revenue



*ONE
WEEK
LATER...*

For indicated patients a **second visit** is conducted to review the Neurocognitive test.





The doctor bills around
\$139 for this visit



**THREE
WEEKS LATER**

The patient returns for a
third visit to review the
Genetic tests billing a further
\$70 TO \$100



Service / Reimbursement / Patient Co-Pay

Services/Tests/Screens	Medicare Reimbursement Amount - Free to Patient	Comments
A/B Index	\$114.00	Requires Patient Co-Pay
Abdominal Ultrasound for Aneurysm	\$112.00	NO CO-PAY
Blood Sugar Test (Glucose)	\$5.00 - \$18.00	NO CO-PAY
BMP	\$11.91	Requires Patient Co-Pay
Bone Densitometer	\$28.93 - \$107.51	NO CO-PAY
Cardiac Rehab	\$17.02 - \$16.98	Requires Patient Co-Pay
Cardiac Stress Test	\$14.98 - \$88.50	Requires Patient Co-Pay
Carotid Ultrasound	\$252.22	Requires Patient Co-Pay
CBC	\$3.33 - \$10.94	Requires Patient Co-Pay
Chest X-Ray	\$23.83 - \$30.97	Requires Patient Co-Pay
Colonoscopy	\$402.66	NO CO-PAY
Diabetes Self Management Training	\$52.00	Requires Patient Co-Pay
Echocardiogram	\$8.00 - \$213.08	Requires Patient Co-Pay
EKG	\$22.96	Requires Patient Co-Pay
Flu Shot Vaccine	\$11.54 - \$30.92	NO CO-PAY
Hepatitis B Vaccine	\$26.37 - \$119.41	NO CO-PAY
HGBA1C	\$13.36	Requires Patient Co-Pay
HIV Screening	\$16.88 - \$19.20	NO CO-PAY
Lipid Profile	\$6.13 - \$18.85	NO CO-PAY
Mammogram	\$10.89 - \$139.89	NO CO-PAY
Medical Nutrition Therapy	\$14.98 - \$34.04	NO CO-PAY
Obesity Counseling Referral	\$27.00	NO CO-PAY
Occupational Therapy	\$82.37	Requires Patient Co-Pay
PAP Smear & Pelvic Exam	\$14.87 - \$44.59	NO CO-PAY
Physical Therapy	\$73.52	Requires Patient Co-Pay
Pneumococcal Vaccine	\$26.37 - \$129.27	NO CO-PAY
PSA (Prostate) Blood Test	\$26.00	NO CO-PAY
Pulmonary Function Test (Spirometry)	\$36.08	Requires Patient Co-Pay
Serum Calcium	\$19.23	Requires Patient Co-Pay
Serum Vitamin B12	\$21.21	Requires Patient Co-Pay
Sigmoidoscopy	\$142.96	NO CO-PAY
Smoking Cessation Program	\$13.62 - \$28.25	Time based
Stool Occult Blood	\$22.38	NO CO-PAY
Test for Glaucoma	\$36.42	Requires Patient Co-Pay Needs Optometrist
TSH (Thyroid Test)	\$23.64	Requires Patient Co-Pay
Upper Endoscopy	\$60.93	Requires Patient Co-Pay
Vitamin D	\$41.66	Requires Patient Co-Pay
X-Ray / Imaging	\$20.39 - \$41.19	Requires Patient Co-Pay

This information is from latest 2013 CMS data and based on National Averages and is subject to change



A complete **episode of care** can generate over **\$400** in additional net **PROFIT per Medicare patient per year** before additional services are provided





Billing codes include G0438, G0439,
96102, 96119, 96118, 99214, 99213
across the 3 visits





Fall Prevention and other services can also be identified which can bring in **further revenue.**





Key Questions for the doctor ..



HOW?

How many AWWs are you **currently doing** each week?

How many **Medicare patients** do you have?



The word "HOW?" is rendered in a bold, 3D, red font with a white interior. The letters are thick and have a slight shadow beneath them, giving them a three-dimensional appearance. The question mark is also in the same style, with a small red dot at the top.

How long does it take you to do each one?
How are you **currently doing them**? Paper or
Computer





Who is performing the AWW?





What are they giving the patient for their
short and long term plan?

What **educational material** are they
providing to the patient?



Compliance is





Our program is value added for both the physician and the patient. The program also gives the practice valuable **PQRS** credits to safeguard future reimbursements.





Our program is **fully compliant**





Maximizes the **REVENUE\$** available
and identifies other **significant**
health risks





Freeing up the **doctors time** to
care for sick patients





Cloud based software is used and the documents are easily saved into the patient EMR chart





Chronic Care Management is the perfect add on to the AWPV for doctors to offer patients as well as

**FALL
PREVENTION**





Turn Key Implementation with all training provided by the vendor. The vendor can assist with **MA recruitment** if needed.





COSTS are based on each AWW and

Neurocognitive test performed

\$20 for the AWW software and \$30 for the

Neurocognitive assessment. There is a

service, support and program management

fee of \$75 for each patient.





The AWW generates significant revenue for the office .





Patients benefit from the **additional care, preventive approach** and **increased knowledge.**



Key takeaways



- **Comprehensive risk assessment anchored by the AWW**
- **Turn key approach with quick implementation**
- **Full training provided**
- **SIGNIFICANT revenue generation**
- **Central to the provision of other services**
- **Value add for Chronic Care Management, Fall Prevention and more**





More detailed information on this solution can be obtained from your Product Specialist

